

Message Text

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PAGE 01 CALCUT 00728 281504Z
ACTION NEA-10

INFO OCT-01 EA-12 ISO-00 EB-08 DOE-15 SOE-02 INT-05
/053 W

-----090386 291603Z /45

R 280523Z APR 78 ZF
FM AMCONSUL CALCUTTA
TO USDOC WASHDC
INFO SECSTATE WASHDC 6635
AMEMBASSY SINGAPORE
AMEMBASSY NEW DELHI
AMCONSUL BOMBAY
AMCONSUL MADRAS

UNCLAS CALCUTTA 0728

DEPT PASS USBUR MINES

E.O. 11652: NA
TAGS: BTRA, BEXP, ENRG, IN
SUBJECT: FOREIGN BUYER PROGRAM: US VISIT OF SENIOR OFFICIALS
OF OIL INDIA LTD., TO ATTEND OFFSHORE TECHNOLOGY CONFERENCE
HOUSTON, MAY 8-11, 1978

FEF: A. 77 CALCUTTA 0949; B. CALCUTTA 0462;
C. USDOC 07324

1. LOCAL BRANCH MANAGER OF OIL INDIA LTD. (OIL) HAS
INFORMED US THAT A TEAM OF THREE SENIOR OFFICIALS OF
OIL LED BY MR. C.R. JAGANNATHAN, MANAGING DIRECTOR
BASED IN NEW DELHI, PLAN TO VISIT HOUSTON TO ATTEND
THE TENTH ANNUAL OFFSHORE TECHNOLOGY CONFERENCE (OTC),
MAY 8-11, 1978. MR. JANANNATHAN WILL BE ACCOMPANIED
BY DR. S.N. VISWANATH AND MR. D.K. CHANDRA WHO ARE
BASED AT OIL HEADQUARTERS IN DULIAJAN, ASSAM. PRIMARY
OBJECT OF THEIR VISIT IS TO EXTEND THEIR CONTACTS
WITH AMERICAN SUPPLIERS OF NEW TECHNOLOGY AND
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EQUIPMENT FOR OFFSHORE EXPLORATION ON THE EASTERN
COAST OF INDIA.

2. AS NOTIFIED IN REFTTEL A, MR. JAGANNATHAN AND
OTHER REPRESENTATIVES OF OIL ATTENDED THE OTC IN
MAY 1977 TO LOCATE APPROPRIATE US FIRMS WHICH ARE
WILLING TO ASSIST OIL IN ITS FIRST VENTURE FOR

OFFSHORE EXPOLORATION IN THE MAHANANDI DELTA, ORISSA. ACCORDING TO A.K. SARMAH, WHO ATTENDED THE OTC LAST YEAR, THE PARTICIPATION IN 1977 OTC BY OIL OFFICIALS WAS USEFUL IN FACILITATING NEGOTIATIONS WITH SOME AMERICAN FIRMS INCLUDING THE DELTA EXPLORATION CO., INC., OF HOUSTON FOR TECHNICAL ASSISTANCE IN SEISMIC AND GEOPHYSICAL SURVEYS FOR OIL'S OFFSHORE EXPLORATION PROGRAM IN 1978. OIL HAS RECENTLY CONCLUDED A CONTRACT WITH DELTA FOR THE PRELIMINARY SEISMIC SURVEY OF THE MAHANADI DELTA AS REPORTED IN REFTEL B. OIL OFFICIALS ARE WILLING TO MEET IN HOUSTON, WITH REPRESENTATIVES OF INTRESTED AMERICAN FIRMS WHICH WIL BE ABLE TO MEET THEIR REQUIREMENTS FOR OFFSHORE TECHNOLOGY AND EQUIPMENT.

3. ACTION REQUESTED: COMMERCE IS REQUESTED TO ALERT APPROPRIATE U.S. FIRMS PARTICIPATING IN THE OTC AND ADVISE THE DISTRICT OFFICE IN HOUSTON TO EXTEND ALL POSSIBLE ASSISTANCE TO THE OFFICIAL TEAM OF OIL. INFO IN REFTEL C IS BEING TRANSMITTED TO OIL OFFICIALS. LYDON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 28 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978CALCUT00728
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780184-0161
Format: TEL
From: CALCUTTA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t1978046/aaaaaeul.tel
Line Count: 83
Litigation Code IDs:
Litigation Codes:
Litigation History:
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Message ID: ac6fa1b0-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2978137
Secure: OPEN
Status: NATIVE
Subject: FOREIGN BUYER PROGRAM: US VISIT OF SENIOR OFFICIALS OF OIL INDIA LTD., TO ATTEND OFFSHORE TECHNOLOGY CONFERENCE HOUSTON, MAY 8-11, 1978
TAGS: BTRA, BEXP, ENRG, IN, US, OIL INDIA LTD, (JAGANNATHAN, C R)
To: COM
Type: TE
vdkgvkey: odbc://SAS/SAS.dbo.SAS_Docs/ac6fa1b0-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014